

Nova Scotia Business Statistics 2009



January 2010

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Nova Scotia Business Statistics

**7th Edition
January 2010**

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Introduction

Data on the number of businesses, employment and payroll is compiled at the national and provincial level by Statistics Canada's Small Business and Special Survey Division in *Longitudinal Employment Analysis Program (LEAP) Database*¹. This edition of the *Nova Scotia Business Statistics* provides information from the most recent release of the *Longitudinal Employment Analysis Program (LEAP) Database*, which is based on the latest available corporate tax database. The data cover all private and public sector businesses or organizations, including public administration, that issue T4 slips to employees for taxation purposes. Both incorporated and unincorporated entities are included, but only if they issue T4 slips to employees². Therefore, non-employer businesses³ are not included in the figures.

¹ Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, Catalogue No 61F0020XCB.

² The *Longitudinal Employment Analysis Program (LEAP)* for a specific province counts every business issuing a T4 in that province. For example, a business with employees in both Nova Scotia and Ontario is counted as a business in each of Nova Scotia and Ontario. Businesses operating in multiple provinces are not, however, counted multiple times at the Canada level.

³ Business activity such as a corner store that is owner-operated with no paid employees

In order to provide more recent information, additional statistics are drawn from other sources. This release of the *Nova Scotia Business Statistics* also incorporates 2009 preliminary data on business by county and industry from Statistics Canada's *Canadian Business Patterns*⁴. The major sources of information for the *Canadian Business Patterns* are updates from the Statistics Canada survey program and from Canada Revenue Agency's (CRA) Business Number account files. The definition of business used in this source is wider and includes all business establishments, defined as the smallest operating entities capable of reporting all basic industrial statistics⁵ and having paid employees⁶. Those entities that do

would be excluded from this employer-based file.

⁴ Statistics Canada, *Canadian Business Patterns*, Catalogue No 61C0025.

⁵ The establishment should not be confused with the legal entity or place of business. For example, one legal entity, especially for large organizations, could be related to more than one establishment. Alternatively, one business establishment could represent more than one place of business.

⁶ An employee is defined as any person drawing pay for services rendered and for paid absences, and for whom their employer is required to remit to Canada Revenue Agency deductions for Income Tax, Canada Pension Plan and Employment Insurance.

not maintain an employee payroll, but may have a workforce that consists of contracted workers, family members or business owners are not included in those figures, since the Business Register does not have this information available.

The number of business bankruptcies reported in 2008 is sourced from Industry Canada's Superintendent of Bankruptcy Office, while registration of new companies in 2008-2009 is from the Registry of Joint Stock Companies.

This release of the *Nova Scotia Business Statistics* also incorporates 2006 data on small business profiles by industry, which provides information on the general performance and financial structure of

all businesses within a given industry grouping. Each profile is representative of all businesses operating within the specified industry within province and earning between \$30,000 and \$5 million in gross annual revenues for the reference year. The comparison of profitable vs. non-profitable business and financial ratios are provided at the all businesses (T1 and T2) level. The profiles are generated by Industry Canada using a sample of CRA tax returns for unincorporated⁷ (T1) and incorporated⁸ (T2) businesses operating in Canada. The *2006 Small Business Profiles* provide information on most industries, excluding finance and insurance sector.

⁷ Unincorporated businesses, which usually include the self-employed, provide an income/ expense statement and other supporting documents.

⁸ Incorporated businesses provide an income/expense statement, a balance sheet statement and supporting CRA Schedules.

Highlights

There were a total of 31,814 active business establishments with paid employees in Nova Scotia in 2006 (Table 1). This represents a 1.0% decline in the total number of businesses operating in the province from 2001 to 2006, as compared to a 10.5% growth for Canada over the same time period.

In 2006, the small business⁹ sector accounted for 91.7% of all businesses in Nova Scotia, as compared to 95.2% in Canada, while the large business¹⁰ sector accounted for 8.3% of all businesses in Nova Scotia in 2006, as compared to 4.8% in Canada (Figure 1).

Between 2001 and 2006, the decline in the number of business entities in Nova Scotia's large business sector was higher than the decline in the number of business entities in the small business sector, at 5.3% and 0.6% respectively.

The overwhelming majority of businesses in Nova Scotia were micro-businesses with less than five employees. In 2006, over 62% of Nova Scotia's businesses employed fewer than five people, and almost

⁹ Defined as businesses with less than 50 employees.

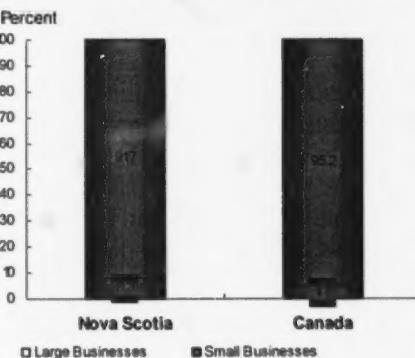
¹⁰ Defined as businesses with more than 50 employees.

Table 1: Number of Businesses, Nova Scotia, 2006.

| | Small Business | Large Business |
|----------------------|-----------------|------------------|
| Number of Businesses | 29,165 | 2,649 |
| Employment | 128,800 | 282,600 |
| Payroll | \$3,766 million | \$10,891 million |

Source: Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, 2009, Catalogue No. 61F0020-XCB.

Figure 1: Small and Large Businesses [%], Nova Scotia and Canada, 2006.



Source: Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, 2009, Catalogue No. 61F0020-XCB.

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92% of Nova Scotia's businesses had fewer than 50 employees - the upper limit used in defining small business. Only 5.9% of Nova Scotia's businesses employed between 50 and 499 employees in 2006. Businesses with more than 500 employees made up only 2.5% of Nova Scotia's businesses population in 2006 (Figure 2).

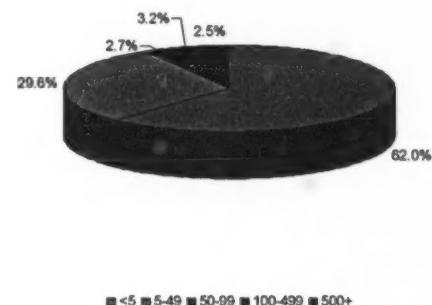
In 2006, the small businesses, which employed fewer than 50 people, accounted for about one-third of total employment in the province. The small business sector employed 128,800 individuals or 31.3% of all business employees in the province compared to 33.7% at the national level.

The large business sector employed 282,600 persons or 68.7% of all employees in Nova Scotia, slightly above the national level of 66.3% (Figure 3).

Total employment in all businesses in Nova Scotia increased by 3.6% in 2006 over 2001, compared to 8.3% increase at the national level. In Nova Scotia, the small business sector experienced much faster employment growth than the large business, at 8.3% and 1.6%, respectively, from 2001 to 2006.

In Nova Scotia, businesses with fewer than five employees experienced the fastest employment growth, at 18.1% from 2001 to 2006.

Figure 2: Distribution of Businesses by Employment Size [%], Nova Scotia, 2006.



Source: Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, 2009, Catalogue No. 61F0020-XCB.

Figure 3: Employment by Small and Large Businesses [%], Nova Scotia, 2006.



■ Small Business Employment ■ Large Business Employment

Source: Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, 2009, Catalogue No. 61F0020-XCB.

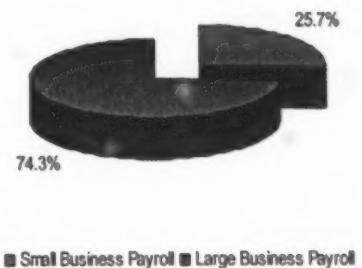
Between 2001 and 2006, the fastest growth in employment in Nova Scotia was observed in the unclassified category (207.1%), professional, scientific and technical services (26.2%), administrative, support and waste management services (24.8%), arts, entertainment and recreation (14.4%), health and social assistance (10.1%), and real estate, rental and leasing (7.4%). The significant decline in employment was experienced in information and cultural industries (18.9%), agriculture, fishing and hunting (18.8%), manufacturing (6.0%), and other services except public administration (2.9%).

Approximately 74.3% of the \$14,656 million in payroll in 2006 was derived from Nova Scotia's large business sector compared to 75.8% in 2001. The remaining 25.7% of the payroll in 2006 was derived from Nova Scotia's small business sector compared to 74.3% in businesses with 50 or more employees (Figure 4).

In Nova Scotia in 2006, the overall payroll per employee was \$29,244 in businesses with fewer than 50 employees compared to \$38,537 in businesses with 50 or more employees (Figure 5).

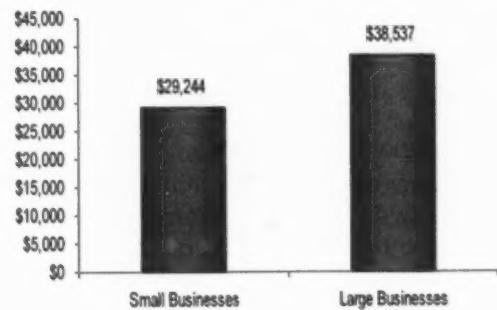
Almost three-quarters (72.2%) of all Nova Scotia's businesses were concentrated in the services sector in

Figure 4: Payroll Derived from Small and Large Businesses [%], Nova Scotia, 2006.



Source: Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, 2009, Catalogue No. 61F0020-XCB.

Figure 5: Overall Annual Payroll per Employee in Small and Large Businesses, Nova Scotia, 2006.



Source: Statistics Canada, *Longitudinal Employment Analysis Program (LEAP) Database*, 2009, Catalogue No. 61F0020-XCB.

2009¹¹ (Figure 6). Remaining 27.8% of businesses were in the goods producing sector.

The highest share of businesses in Nova Scotia in 2009¹² was registered in the retail trade sector, construction, other services (except public administration), agriculture, forestry, fishing and hunting, health care and social assistance, professional, scientific and technical services, accommodation and food services, wholesale trade, manufacturing, administrative, support and waste management services, transportation and warehousing, real estate, rental and leasing, and finance and insurance, at 13.2%, 12.0%, 11.2%, 11.2%, 9.0%, 6.8%, 6.8%, 5.1%, 4.2%, 3.9%, 3.6%, 3.1% and 2.9%, respectively (Figure 7). The lowest share of business establishment was observed in the utilities, mining and oil and gas extraction, information and cultural industries, educational services, management of companies and enterprises, and public administration at 0.1%, 0.3%, 1.1%, 1.1%, 1.2%, 1.3% and 2.0%, respectively.

Between 2008 and 2009, the fastest growth in the number of businesses

Figure 6: Business Establishments by Sector [%], Nova Scotia, 2009 P.



Source: Statistics Canada, Canadian Business Patterns, October 2009.

Figure 7: The Most Common Business Establishments by Industry [%], Nova Scotia, 2009 P.



Source: Statistics Canada, Canadian Business Patterns, October 2009.

¹¹ P-preliminary data. Source: Statistics Canada, Canadian Business Patterns, October 2009.

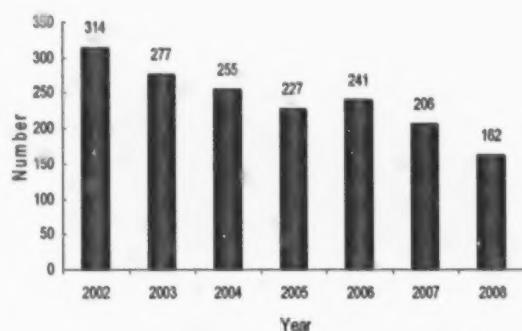
¹² P-preliminary data. Source: Statistics Canada, Canadian Business Patterns, October 2009.

establishments in Nova Scotia was observed in the management of companies and enterprises sector (5.7%), utilities (4.2%), arts, entertainment and recreation (1.8%), educational services (1.2%) public administration (1.0%), wholesale trade (0.7%). By contrast, a decline in the number of businesses was experienced in the transportation and warehousing (1.6%), healthcare and social assistance (1.5%), construction (1.2%), finance and insurance (1.2%), agriculture, forestry, fishing and hunting (1.0%), information and cultural industries (0.9%), and retail trade (0.5%), over the same time period.

In 2008-2009, there were 8,467 new company registrations in the province, a 2.5% decline from 2007-2008, and 2.3% decline from 2006-2007. The number of new partnership and business name registrations declined slightly from 53.4% of all new registrations in 2004-2005 to 50.1% in 2008-2009. Incorporations under the Companies Act declined from 35.6% to 34.8%, while registrations under the Corporations Registration Act increased from 5.7% to 9.3%, over the same time period.

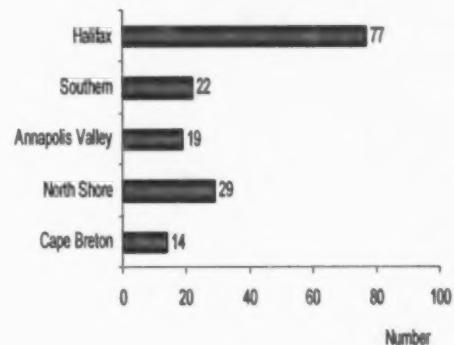
There was a declining trend in the number of business bankruptcies in Nova Scotia between 2002 and 2008. There were 162 business bankruptcies in Nova Scotia in 2008, down 21.4% from 2007 (Figure 8). However, liabilities associated with

Figure 8: Business Bankruptcies, Nova Scotia, 2002-2008.



Source: Industry Canada, Office of Superintendent of Bankruptcy, Insolvency Statistics in Canada, 2008.

Figure 9: Number of Business Bankruptcies by Economic Region, Nova Scotia, 2008.



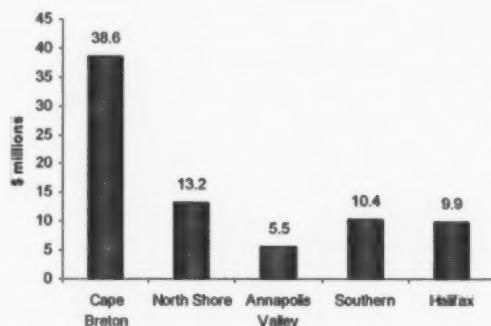
Source: Industry Canada, Office of Superintendent of Bankruptcy, Insolvency Statistics in Canada, 2008.

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the year's bankruptcies increased 60.8% from the 2007 level to \$77.4 million in 2008. Three industries, construction, transportation and warehousing, and retail trade, accounted for over half of the bankruptcies in 2008, 22.8%, 14.8%, and 13.0%, respectively.

In 2008, almost half business bankruptcies were reported in Halifax region, followed by North Shore, Southern region, Annapolis Valley and Cape Breton, 47.5%, 17.9%, 13.6%, 11.7% and 8.6%, respectively. Despite the fact that only 14 business bankruptcies occurred in Cape Breton region, the liabilities associated with those bankruptcies accounted for 49.3% of all business liabilities in Nova Scotia in 2008 (Fig 10).

Figure 10: Business Liabilities by Economic Region, Nova Scotia, 2008.



Source: Industry Canada, Office of Superintendent of Bankruptcy, Insolvency Statistics in Canada, 2008.

Business by Employment Size, Nova Scotia, 2001 and 2006

Nova Scotia

| Employment Size of Business | 2001 | | | | 2006 | | | |
|------------------------------------|----------------------|--------------|--------------------------|--------------|----------------------|--------------|--------------------------|--------------|
| | No. of Businesses | | Employees ('000 ALUs) | | No. of Businesses | | Employees ('000 ALUs) | |
| | Number | % of Total | Number | % of Total | Number | % of Total | Number | % of Total |
| Total Businesses, all sizes | 32,135 | 100.0 | 397.0 | 100.0 | 31,814 | 100.0 | 411.4 | 100.0 |
| 0-4.9 ALUs | 19,988 | 62.2 | 28.6 | 7.2 | 19,759 | 62.1 | 33.7 | 8.2 |
| 5-49.9 ALUs | 9,351 | 29.1 | 90.3 | 22.7 | 9,406 | 29.6 | 95.1 | 23.1 |
| 50-99.9 ALUs | 877 | 2.7 | 28.8 | 7.3 | 847 | 2.7 | 29.9 | 7.3 |
| 100-499.9 ALUs | 1,083 | 3.4 | 50.4 | 12.7 | 1,008 | 3.2 | 49.8 | 12.1 |
| 500 + ALUs | 836 | 2.6 | 198.9 | 50.1 | 794 | 2.5 | 202.9 | 49.3 |

Notes: (1) No. of Businesses - includes all private and public sector businesses or organizations (including public administration) which issued T4 slips to employees for the year. Both incorporated and unincorporated entities are included but only if they issue T4 for employees. Non-employer businesses are excluded.

(2) ALU—Average Labour Unit—is used to represent number of employees. It is calculated by dividing total annual payroll by average annual earnings per employee. No distinction is made between full-time and part-time employees.

Source: Statistics Canada, Small Business and Special Surveys Division, Longitudinal Employment Analysis Program (LEAP) Database, October 2009, Cat. No. 61F0020XCB.

Business by Employment Size, Canada, 2001 and 2006

Canada

| Employment Size of Business | 2001 | | | | 2006 | | | |
|------------------------------------|----------------------|--------------|--------------------------|--------------|----------------------|--------------|--------------------------|--------------|
| | No. of Businesses | | Employees ('000 ALUs) | | No. of Businesses | | Employees ('000 ALUs) | |
| | Number | % of Total | Number | % of Total | Number | % of Total | Number | % of Total |
| Total Businesses, all sizes | 1,030,062 | 100.0 | 13,563 | 100.0 | 1,138,013 | 100.0 | 14,687 | 100.0 |
| 0-4.9 ALUs | 663,044 | 64.4 | 956 | 7.1 | 761,519 | 66.9 | 1,289 | 8.8 |
| 5-49.9 ALUs | 311,754 | 30.3 | 3,287 | 24.2 | 322,516 | 28.3 | 3,652 | 24.9 |
| 50-99.9 ALUs | 23,784 | 2.3 | 1,113 | 8.2 | 23,528 | 2.1 | 1,190 | 8.1 |
| 100-499.9 ALUs | 21,091 | 2.0 | 2,039 | 15.0 | 20,510 | 1.8 | 2,107 | 14.3 |
| 500 + ALUs | 10,389 | 1.0 | 6,168 | 45.5 | 9,940 | 0.9 | 6,449 | 43.9 |

Notes: (1) No. of Businesses - includes all private and public sector businesses or organizations (including public administration) which issued T4 slips to employees for the year.

Both incorporated and unincorporated entities are included but only if they issue T4 for employees. Non-employer businesses are excluded.

(2) ALU--Average Labour Unit--is used to represent number of employees. It is calculated by dividing total annual payroll by average annual earnings per employee. No distinction is made between full-time and part-time employees.

Source: Statistics Canada, Small Business and Special Surveys Division, Longitudinal Employment Analysis Program (LEAP) Database, October 2009, Cat. No. 61F0020XCB.

Business Establishments by Size and Industry, Number and Employment, Nova Scotia, 2001 and 2006

| NAICS | Small Business (0-49.9 employees) | | | | Larger Business (>50 employees) | | | | Total Business | | | |
|---|-----------------------------------|---------------|-------------------|--------------|---------------------------------|--------------|-------------------|--------------|----------------|---------------|-------------------|--------------|
| | Number | | Employment ('000) | | Number | | Employment ('000) | | Number | | Employment ('000) | |
| | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 |
| Total | 29,339 | 29,165 | 118.9 | 128.8 | 2,796 | 2,649 | 278.1 | 282.6 | 32,135 | 31,814 | 397.0 | 411.4 |
| Agriculture, Forestry, Fishing & Hunting | 3,925 | 3,581 | 10.7 | 8.8 | 44 | 40 | 1.6 | 1.2 | 3,969 | 3,621 | 12.3 | 10.0 |
| Mining and Oil & Gas Extraction | 59 | 86 | 0.3 | 0.3 | 39 | 36 | 1.9 | 1.9 | 98 | 122 | 2.2 | 2.2 |
| Utilities | 15 | 27 | 0.1 | 0.0 | 7 | 8 | X | X | 22 | 35 | X | X |
| Construction | 3,389 | 3,680 | 12.7 | 14.7 | 140 | 124 | 2.4 | 2.1 | 3,529 | 3,804 | 18.6 | 19.7 |
| Manufacturing | 1,419 | 1,198 | 7.7 | 7.7 | 437 | 379 | 34.2 | 31.7 | 1,856 | 1,577 | 41.9 | 39.4 |
| Wholesale Trade | 1,502 | 1,360 | 8.6 | 8.7 | 429 | 413 | 8.7 | 8.9 | 1,931 | 1,773 | 17.3 | 17.6 |
| Retail Trade | 3,468 | 3,141 | 17.7 | 18.6 | 284 | 280 | 31.3 | 33.7 | 3,752 | 3,421 | 48.9 | 52.3 |
| Transportation & Warehousing | 1,145 | 1,050 | 4.2 | 4.7 | 140 | 137 | 10.8 | 11.0 | 1,285 | 1,187 | 15.0 | 15.7 |
| Information & Cultural Industries | 232 | 232 | 1.0 | 1.8 | 86 | 69 | 1.7 | 2.5 | 318 | 301 | 12.9 | 10.5 |
| Finance & Insurance | 657 | 657 | 2.6 | 3.2 | 157 | 142 | 13.5 | 12.7 | 814 | 799 | 16.1 | 15.9 |
| Real Estate, Rental & Leasing | 844 | 918 | 2.9 | 3.6 | 55 | 61 | 2.4 | 2.1 | 899 | 979 | 5.3 | 5.7 |
| Professional, Scientific & Technical Services | 1,975 | 2,219 | 5.9 | 7.3 | 181 | 175 | 5.7 | 7.3 | 2,156 | 2,394 | 11.6 | 14.6 |
| Management of Companies & Enterprises | 219 | 207 | 0.5 | 0.5 | 26 | 21 | 1.1 | 1.3 | 245 | 228 | 1.6 | 1.8 |
| Adm. & Support, Waste Management Services | 1,138 | 1,152 | 4.7 | 5.7 | 162 | 173 | 9.0 | 11.5 | 1,300 | 1,325 | 13.8 | 17.2 |
| Educational Services | 275 | 302 | 1.2 | 1.8 | 53 | 48 | 34.2 | 34.0 | 328 | 350 | 35.4 | 35.8 |
| Health & Social Assistance | 2,284 | 2,526 | 10.1 | 11.6 | 140 | 138 | 32.5 | 35.3 | 2,424 | 2,664 | 42.6 | 46.9 |
| Arts, Entertainment & Recreation | 607 | 641 | X | X | 34 | 35 | X | X | 641 | 676 | 5.0 | 5.8 |
| Accommodation & Food Services | 1,819 | 1,710 | 12.8 | 12.8 | 177 | 171 | 15.2 | 14.9 | 1,996 | 1,881 | 28.0 | 27.6 |
| Other Service (Except Public Administration) | 4,023 | 3,618 | 10.9 | 11.0 | 156 | 154 | 5.0 | 4.4 | 4,179 | 3,772 | 15.9 | 15.4 |
| Public Administration | 94 | 81 | X | X | 44 | 41 | X | X | 138 | 122 | X | X |
| Unclassified | 250 | 779 | 0.4 | 1.1 | 5 | 4 | 0.0 | 0.0 | 255 | 783 | 0.4 | 1.2 |

Notes: (1) Number of businesses--includes all private and public sector businesses or organizations (including public administration) which issued T4 slips to employees for the year. Both incorporated and unincorporated entities are included but only if they issue T4 slips to employees. Non-employer businesses are excluded.

(2) Employment represented as ALU--Average Labour Unit--calculated by dividing total annual payroll by average annual earnings per employee. No distinction is made between full-time and part-time employees.

(3) In order to protect confidentiality some data is suppressed and is shown as "X".

Source: Statistics Canada, Small Business and Special Surveys Division, Longitudinal Employment Analysis Program (LEAP) Database, October 2009, Cat. No. 61F0020XCB.

Business Establishments by Size and Industry, Number and Payroll, Nova Scotia, 2001 and 2006

| NAICS | Small Business (0-49.9 employees) | | | | Larger Business (>50 employees) | | | | Total Business | | | |
|---|-----------------------------------|---------------|----------------------|--------------|---------------------------------|--------------|----------------------|---------------|----------------|---------------|----------------------|---------------|
| | Number | | Payroll (\$ million) | | Number | | Payroll (\$ million) | | Number | | Payroll (\$ million) | |
| | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 | 2001 | 2006 |
| Total | 29,339 | 29,165 | 2,898 | 3,766 | 2,796 | 2,649 | 9,100 | 10,891 | 32,135 | 31,814 | 11,998 | 14,656 |
| Agriculture, Forestry, Fishing & Hunting | 3,925 | 3,581 | 252 | 250 | 44 | 40 | 37 | 34 | 3,969 | 3,621 | 289 | 284 |
| Mining and Oil & Gas Extraction | 59 | 86 | 17 | 31 | 39 | 36 | 169 | 158 | 98 | 122 | 186 | 189 |
| Utilities | 15 | 27 | 1 | 3 | 7 | 8 | X | X | 22 | 35 | X | X |
| Construction | 3,389 | 3,680 | 374 | 514 | 140 | 124 | 91 | 95 | 3,529 | 3,804 | 585 | 767 |
| Manufacturing | 1,419 | 1,198 | 218 | 253 | 437 | 379 | 1,396 | 1,394 | 1,856 | 1,577 | 1,614 | 1,648 |
| Wholesale Trade | 1,502 | 1,360 | 228 | 266 | 429 | 413 | 265 | 341 | 1,931 | 1,773 | 493 | 607 |
| Retail Trade | 3,468 | 3,141 | 387 | 475 | 284 | 280 | 685 | 844 | 3,752 | 3,421 | 1,072 | 1,319 |
| Transportation & Warehousing | 1,145 | 1,050 | 112 | 144 | 140 | 137 | 452 | 461 | 1,285 | 1,187 | 564 | 605 |
| Information & Cultural Industries | 232 | 232 | 34 | 51 | 86 | 69 | 54 | 79 | 318 | 301 | 365 | 415 |
| Finance & Insurance | 657 | 657 | 94 | 137 | 157 | 142 | 452 | 487 | 814 | 799 | 546 | 623 |
| Real Estate, Rental & Leasing | 844 | 918 | 83 | 128 | 55 | 61 | 67 | 71 | 899 | 979 | 150 | 198 |
| Professional, Scientific & Technical Services | 1,975 | 2,219 | 235 | 333 | 181 | 175 | 270 | 337 | 2,156 | 2,394 | 505 | 670 |
| Management of Companies & Enterprises | 219 | 207 | 27 | 37 | 26 | 21 | 45 | 67 | 245 | 228 | 72 | 103 |
| Adm. & Support, Waste Management Services | 1,138 | 1,152 | 104 | 148 | 162 | 173 | 269 | 438 | 1,300 | 1,325 | 373 | 586 |
| Educational Services | 275 | 302 | 26 | 38 | 53 | 48 | 1,013 | 1,240 | 328 | 350 | 1,039 | 1,278 |
| Health & Social Assistance | 2,284 | 2,526 | 248 | 366 | 140 | 138 | 1,036 | 1,426 | 2,424 | 2,664 | 1,284 | 1,791 |
| Arts, Entertainment & Recreation | 607 | 641 | X | X | 34 | 35 | X | X | 641 | 676 | 112 | 122 |
| Accommodation & Food Services | 1,819 | 1,710 | 141 | 174 | 177 | 171 | 197 | 235 | 1,996 | 1,881 | 339 | 409 |
| Other Service (Except Public Administration) | 4,023 | 3,618 | 229 | 278 | 156 | 154 | 105 | 109 | 4,179 | 3,772 | 334 | 387 |
| Public Administration | 94 | 81 | X | X | 44 | 41 | X | X | 138 | 122 | X | X |
| Unclassified | 250 | 779 | 8 | 32 | 5 | 4 | 1 | 1 | 255 | 783 | 9 | 33 |

Notes: (1) Number of businesses--includes all private and public sector businesses or organizations (including public administration) which issued T4 slips to employees for the year. Both incorporated and unincorporated entities are included but only if they issue T4 slips to employees. Non-employer businesses are excluded.

(2) Employment represented as ALU--Average Labour Unit--calculated by dividing total annual payroll by average annual earnings per employee. No distinction is made between full-time and part-time employees.

(3) In order to protect confidentiality some data is suppressed and is shown as "X".

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Nova Scotia Business Statistics 2009

Business by Employment, Payroll and Industry, Nova Scotia, 2006

| | Number of Businesses | % of Total Number | Employment | Payroll [\$millions] |
|---|----------------------|-------------------|----------------|----------------------|
| Total | 31,814 | 100.0 | 411,371 | 14,656 |
| Agriculture, Forestry, Fishing & Hunting | 3,621 | 11.4 | 9,989 | 284 |
| Mining and Oil & Gas Extraction | 122 | 0.4 | 224 | 189 |
| Utilities | 35 | 0.1 | X | X |
| Construction | 3,804 | 12.0 | 19,653 | 767 |
| Manufacturing | 1,577 | 5.0 | 39,373 | 1,648 |
| Wholesale Trade | 1,773 | 5.6 | 1,763 | 607 |
| Retail Trade | 3,421 | 10.8 | 52,315 | 1,319 |
| Transportation & Warehousing | 1,187 | 3.7 | 15,721 | 605 |
| Information & Cultural Industries | 301 | 0.9 | 10,485 | 415 |
| Finance & Insurance | 799 | 2.5 | 15,865 | 623 |
| Real Estate, Rental & Leasing | 979 | 3.1 | 5,682 | 198 |
| Professional, Scientific & Technical Services | 2,394 | 7.5 | 14,645 | 670 |
| Management of Companies & Enterprises | 228 | 0.7 | 1,847 | 103 |
| Adm. & Support, Waste Management Services | 1,325 | 4.2 | 17,178 | 586 |
| Educational Service | 350 | 1.1 | 35,813 | 1,278 |
| Health & Social Assistance | 2,664 | 8.4 | 46,924 | 1,791 |
| Arts, Entertainment & Recreation | 676 | 2.1 | 5,774 | 122 |
| Accommodation & Food Services | 1,881 | 5.9 | 276 | 409 |
| Other Service (Except Public Administration) | 3,772 | 11.9 | 15,442 | 387 |
| Public Administration | 122 | 0.4 | X | X |
| Unclassified | 783 | 2.5 | 117 | 33 |

Notes: (1) Number of businesses--includes all private and public sector businesses, which issued T4 slips to employees for the year. Both incorporated and unincorporated entities are included but only if they issue T4 slips to employees. Non-employer businesses are excluded.

(2) Employment represented as ALU--Average Labour Unit--calculated by dividing total annual payroll by average annual earnings per employee. No distinction is made between full-time and part-time employees.

(X) Not available.

Source: Statistics Canada, Small Business and Special Surveys Division, Longitudinal Employment Analysis Program (LEAP) Database, October 2009, Cat. No. 61F0020XCB.

Active Business Establishments by Employment, Nova Scotia, 2009 P

Number of Employees

| NAICS | <5 | 5-19 | 20-49 | 50-99 | 100-499 | 500+ | Total |
|---|---------------|--------------|--------------|------------|------------|-----------|---------------|
| Total Businesses All Sizes | 16,482 | 9,738 | 2,335 | 747 | 569 | 76 | 29,947 |
| Agriculture, Forestry, Fishing and Hunting | 2,604 | 605 | 77 | 14 | 8 | 0 | 3,340 |
| Mining and Oil and Gas Extraction | 32 | 37 | 14 | 9 | 11 | 1 | 104 |
| Utilities | 11 | 8 | 4 | 0 | 1 | 1 | 25 |
| Construction | 2,152 | 1,191 | 191 | 52 | 20 | 1 | 3,607 |
| Manufacturing | 540 | 399 | 163 | 77 | 64 | 12 | 1,255 |
| Wholesale Trade | 677 | 653 | 147 | 36 | 24 | 1 | 1,538 |
| Retail Trade | 1,481 | 1,877 | 373 | 109 | 103 | 1 | 3,944 |
| Transportation and Warehousing | 644 | 286 | 86 | 31 | 26 | 3 | 1,076 |
| Information and Cultural Industries | 131 | 107 | 50 | 14 | 15 | 3 | 320 |
| Finance and Insurance | 436 | 253 | 121 | 28 | 13 | 5 | 856 |
| Real Estate and Rental and Leasing | 602 | 279 | 44 | 8 | 9 | 1 | 943 |
| Professional, Scientific and Technical Services | 1,406 | 497 | 99 | 21 | 24 | 0 | 2,047 |
| Management of Companies and Enterprises | 176 | 118 | 29 | 11 | 14 | 4 | 352 |
| Administrative, Support and Waste Management | 567 | 438 | 93 | 39 | 34 | 3 | 1,174 |
| Educational Services | 153 | 85 | 37 | 25 | 9 | 16 | 325 |
| Health Care and Social Assistance | 1,536 | 817 | 161 | 77 | 91 | 12 | 2,694 |
| Arts, Entertainment and Recreation | 304 | 218 | 59 | 17 | 8 | 2 | 608 |
| Accommodation and Food Services | 613 | 871 | 420 | 89 | 36 | 0 | 2,029 |
| Other Services (except Public Administration) | 2,315 | 894 | 97 | 33 | 14 | 1 | 3,354 |
| Public Administration | 102 | 105 | 70 | 57 | 45 | 9 | 388 |

Note: (1) The major source of updates for the Business Register is from Canada Revenue Agency's Business Number Account Files. These employer accounts include business establishments, defined as the smallest operating entities capable of reporting industrial statistics and having paid employees. The Business Register does not include those business entities that do not maintain an employee payroll, but may have a workforce that consists of contracted workers, family members or business owner who are not included in those figures.

Source: Statistics Canada, Canadian Business Patterns, Cat. No.61C0025.

Nova Scotia Business Statistics 2009

Employer Business by Sector, Region and County, Nova Scotia, 2009 P

| NAICS | Nova Scotia | Annapolis | | | | | Cape Breton Region 21 | Cape Breton County | Inverness County | Richmond County | Victoria County |
|--|---------------|------------------|------------------|--------------|--------------|--|-----------------------|--------------------|------------------|-----------------|-----------------|
| | | Valley Region 23 | Annapolis County | Hants County | Kings County | | | | | | |
| Total Businesses All Sizes (1) | 29,947 | 3,658 | 582 | 1,125 | 1,951 | | 4,182 | 2,623 | 611 | 272 | 676 |
| Agriculture, Forestry, Fishing and Hunting | 3,308 | 424 | 80 | 100 | 244 | | 640 | 240 | 121 | 60 | 219 |
| Mining and Oil and Gas Extraction | 104 | 16 | 3 | 6 | 7 | | 12 | 7 | 3 | 1 | 1 |
| Utilities | 25 | 2 | 0 | 1 | 1 | | 4 | 3 | 1 | 0 | 0 |
| Construction | 3,607 | 540 | 66 | 221 | 253 | | 414 | 284 | 60 | 33 | 37 |
| Manufacturing | 1,255 | 145 | 28 | 52 | 65 | | 141 | 85 | 13 | 12 | 31 |
| Wholesale Trade | 1,538 | 135 | 17 | 35 | 83 | | 123 | 97 | 7 | 9 | 10 |
| Retail Trade | 3,944 | 534 | 77 | 154 | 303 | | 586 | 396 | 84 | 36 | 70 |
| Transportation and Warehousing | 1,076 | 151 | 13 | 67 | 71 | | 169 | 105 | 28 | 12 | 24 |
| Information and Cultural Industries | 320 | 23 | 4 | 4 | 15 | | 35 | 20 | 5 | 1 | 9 |
| Finance and Insurance | 856 | 93 | 13 | 21 | 59 | | 73 | 58 | 9 | 0 | 6 |
| Real Estate and Rental and Leasing | 943 | 97 | 10 | 26 | 61 | | 105 | 75 | 14 | 8 | 8 |
| Professional, Scientific and Technical Services | 2,047 | 206 | 36 | 58 | 112 | | 206 | 147 | 26 | 8 | 25 |
| Management of Companies and Enterprises | 352 | 40 | 2 | 17 | 21 | | 29 | 19 | 6 | 2 | 2 |
| Administrative and Support, and Waste Management | 1,174 | 132 | 18 | 45 | 69 | | 152 | 117 | 20 | 5 | 10 |
| Educational Services | 325 | 33 | 4 | 6 | 23 | | 43 | 33 | 5 | 1 | 4 |
| Health Care and Social Assistance | 2,694 | 313 | 45 | 81 | 187 | | 407 | 319 | 44 | 14 | 30 |
| Arts, Entertainment and Recreation | 608 | 74 | 24 | 24 | 26 | | 106 | 70 | 10 | 8 | 18 |
| Accommodation and Food Services | 2,029 | 220 | 46 | 60 | 114 | | 375 | 189 | 72 | 19 | 95 |
| Other Services (except Public Administration) | 3,354 | 458 | 91 | 140 | 227 | | 537 | 349 | 76 | 39 | 73 |
| Public Administration | 388 | 22 | 5 | 7 | 10 | | 25 | 10 | 7 | 4 | 4 |

Note: (1) Includes 38 unknown establishments in 2009.

(2) The major source of updates for the Business Register is from Canada Revenue Agency's Business Number Account Files. These employer accounts include business establishments, defined as the smallest operating entities capable of reporting all basic industrial statistics and having paid employees. The Business Register does not include those business entities that do not maintain an employee payroll, but may have a workforce that consists of contracted workers, family members or business owner, who are not included in those figures.

Source: Statistics Canada, Canadian Business Patterns, Cat. No.61C0025.

Employer Business by Sector, Region and County, Nova Scotia, 2009 P (continued)

| NAICS | Halifax County Region 25 | North Shore Region 22 | Antigonish County | Colchester County | Cumberland County | Guysborough County | Pictou County |
|--|--------------------------------|-----------------------------|----------------------|----------------------|----------------------|-----------------------|------------------|
| Total Businesses All Sizes | 11,832 | 5,203 | 748 | 1,785 | 898 | 415 | 1,357 |
| Agriculture, Forestry, Fishing and Hunting | 150 | 801 | 152 | 181 | 145 | 142 | 181 |
| Mining and Oil and Gas Extraction | 50 | 18 | 3 | 6 | 2 | 2 | 5 |
| Utilities | 11 | 5 | 2 | 1 | 0 | 1 | 1 |
| Construction | 1,501 | 611 | 80 | 214 | 99 | 39 | 179 |
| Manufacturing | 364 | 240 | 31 | 90 | 45 | 16 | 58 |
| Wholesale Trade | 804 | 226 | 20 | 108 | 39 | 8 | 51 |
| Retail Trade | 1,428 | 746 | 109 | 259 | 144 | 44 | 190 |
| Transportation and Warehousing | 372 | 229 | 30 | 86 | 35 | 18 | 60 |
| Information and Cultural Industries | 178 | 47 | 3 | 14 | 10 | 3 | 17 |
| Finance and Insurance | 483 | 107 | 10 | 46 | 15 | 5 | 31 |
| Real Estate and Rental and Leasing | 497 | 139 | 23 | 50 | 20 | 9 | 37 |
| Professional, Scientific and Technical Services | 1,177 | 267 | 50 | 76 | 42 | 10 | 89 |
| Management of Companies and Enterprises | 205 | 58 | 8 | 21 | 8 | 2 | 19 |
| Administrative and Support, and Waste Management | 602 | 162 | 15 | 60 | 28 | 8 | 51 |
| Educational Services | 178 | 41 | 7 | 17 | 4 | 3 | 10 |
| Health Care and Social Assistance | 1,198 | 447 | 78 | 159 | 77 | 26 | 107 |
| Arts, Entertainment and Recreation | 212 | 118 | 12 | 51 | 25 | 9 | 21 |
| Accommodation and Food Services | 805 | 345 | 41 | 124 | 55 | 24 | 101 |
| Other Services (except Public Administration) | 1,336 | 564 | 69 | 212 | 99 | 41 | 143 |
| Public Administration | 281 | 32 | 5 | 10 | 6 | 5 | 6 |

Note: (1) The major source of updates for the Business Register is from Canada Revenue Agency's Business Number Account Files. These employer accounts include business establishments, defined as the smallest operating entities capable of reporting all basic industrial statistics and having paid employees. The Business Register does not include those business entities that do not maintain an employee payroll, but may have a workforce that consists of contracted workers, family members or business owner, who are not included in those figures.

Source: Statistics Canada, Canadian Business Patterns, Cat. No.61C0025.

Employer Business by Sector, Region and County, Nova Scotia, 2009 P (continued)

| NAICS | Southern Region 24 | Digby County | Lunenburg County | Queens County | Shelburne County | Yarmouth County | Unknown County |
|--|-----------------------|-----------------|---------------------|------------------|---------------------|--------------------|-------------------|
| Total Businesses All Sizes | 5,038 | 838 | 1,599 | 312 | 926 | 1,363 | 34 |
| Agriculture, Forestry, Fishing and Hunting | 1,291 | 241 | 124 | 34 | 407 | 485 | 2 |
| Mining and Oil and Gas Extraction | 8 | 1 | 5 | 0 | 1 | 1 | 0 |
| Utilities | 3 | 0 | 2 | 1 | 0 | 0 | 0 |
| Construction | 539 | 78 | 270 | 36 | 51 | 104 | 2 |
| Manufacturing | 364 | 68 | 89 | 21 | 102 | 84 | 1 |
| Wholesale Trade | 250 | 32 | 73 | 12 | 55 | 78 | 0 |
| Retail Trade | 643 | 111 | 261 | 48 | 79 | 144 | 7 |
| Transportation and Warehousing | 153 | 32 | 51 | 9 | 20 | 41 | 2 |
| Information and Cultural Industries | 37 | 6 | 12 | 4 | 6 | 9 | 0 |
| Finance and Insurance | 97 | 18 | 39 | 11 | 7 | 22 | 3 |
| Real Estate and Rental and Leasing | 102 | 8 | 43 | 6 | 9 | 36 | 3 |
| Professional, Scientific and Technical Services | 185 | 23 | 78 | 14 | 24 | 46 | 6 |
| Management of Companies and Enterprises | 20 | 1 | 7 | 3 | 2 | 7 | 0 |
| Administrative and Support, and Waste Management | 124 | 16 | 57 | 9 | 11 | 31 | 2 |
| Educational Services | 30 | 6 | 11 | 2 | 2 | 9 | 0 |
| Health Care and Social Assistance | 328 | 46 | 140 | 35 | 31 | 76 | 1 |
| Arts, Entertainment and Recreation | 97 | 12 | 41 | 14 | 13 | 17 | 1 |
| Accommodation and Food Services | 282 | 61 | 105 | 21 | 30 | 65 | 2 |
| Other Services (except Public Administration) | 457 | 72 | 182 | 28 | 71 | 104 | 2 |
| Public Administration | 28 | 6 | 9 | 4 | 5 | 4 | 0 |

Note: (1) The major source of updates for the Business Register is from Canada Revenue Agency's Business Number Account Files. These employer accounts include business establishments, defined as the smallest operating entities capable of reporting all basic industrial statistics and having paid employees. The Business Register does not include those business entities that do not maintain an employee payroll, but may have a workforce that consists of contracted workers, family members or business owner, who are not included in those figures.

Source: Statistics Canada, Canadian Business Patterns, Cat. No.61C0025.

Nova Scotia Business Statistics 2009

**Registration of New Companies by Type of Company, Nova Scotia
 2004-2005 to 2008-2009**

| Company Type | 2004-2005 | 2005-2006 | 2006-2007 | 2007-2008 | 2008-2009 |
|---|-----------|-----------|-----------|-----------|-----------|
| Total | 8,858 | 9,524 | 8,888 | 8,682 | 8,467 |
| Co-op Associations | 32 | 27 | 18 | 22 | 14 |
| Condominiums | 11 | 16 | 20 | 10 | 13 |
| Credit Union | 0 | 0 | 0 | 0 | 0 |
| Non-Registered | 10 | 6 | 4 | 10 | 24 |
| Registrations under Corporations Registration Act | 506 | 725 | 728 | 818 | 786 |
| Incorporations under the Companies Act | 3,156 | 3,489 | 3,054 | 3,253 | 2,946 |
| Extra-Provincial Limited Partnership | 72 | 78 | 103 | 84 | 64 |
| N.S. Limited Partnership | 26 | 47 | 51 | 32 | 6 |
| Partnership/Business Name | 4,730 | 4,834 | 4,586 | 4,141 | 4,245 |
| Society | 315 | 302 | 319 | 312 | 369 |
| Rarely Used Act | 0 | 0 | 0 | 0 | 0 |

Source: Service Nova Scotia and Municipal Relations, Registry of Joint Stock Companies.
<http://www.gov.ns.ca/snsmr/rjsc/>

Business Bankruptcies Reported by Type of Industry, Nova Scotia, 2006 to 2008

| | 2006 | | 2007 | | 2008 | |
|---|------------|-------------------|------------|-------------------|------------|-------------------|
| | Number | Liabilities [\$] | Number | Liabilities [\$] | Number | Liabilities [\$] |
| Total Businesses All Sizes | 241 | 53,310,964 | 206 | 48,119,681 | 162 | 77,367,711 |
| Agriculture, Forestry, Fishing and Hunting | 13 | 2,322,181 | 12 | 4,903,525 | 8 | 3,085,092 |
| Mining and Oil and Gas Extraction | 1 | 608,129 | 0 | 0 | 1 | 33,693,839 |
| Utilities | 1 | 317,850 | 0 | 0 | 0 | 0 |
| Construction | 44 | 8,372,090 | 35 | 7,409,665 | 37 | 5,164,962 |
| Manufacturing | 17 | 5,497,144 | 13 | 4,885,218 | 15 | 15,162,932 |
| Wholesale Trade | 9 | 1,286,580 | 3 | 659,266 | 4 | 1,152,369 |
| Retail Trade | 42 | 6,920,573 | 22 | 6,976,717 | 21 | 6,348,333 |
| Transportation and Warehousing | 23 | 3,120,207 | 23 | 5,549,844 | 24 | 2,568,360 |
| Information and Cultural Industries | 4 | 544,903 | 5 | 426,316 | 0 | 0 |
| Finance and Insurance | 3 | 2,409,813 | 4 | 710,922 | 2 | 313,891 |
| Real Estate and Rental and Leasing | 10 | 5,067,513 | 7 | 1,491,729 | 5 | 2,184,300 |
| Professional, Scientific and Technical Services | 12 | 3,624,255 | 18 | 3,386,417 | 8 | 1,988,187 |
| Management of Companies and Enterprises | 0 | 0 | 0 | 0 | 2 | 250,690 |
| Administrative, Support & Waste Management | 6 | 1,611,373 | 14 | 992,012 | 6 | 524,259 |
| Educational Services | 3 | 1,613,873 | 0 | 0 | 0 | 0 |
| Health Care and Social Assistance | 3 | 319,208 | 4 | 715,496 | 4 | 784,689 |
| Arts, Entertainment and Recreation | 4 | 552,125 | 8 | 983,693 | 1 | 148,398 |
| Accommodation and Food Services | 22 | 5,693,107 | 20 | 5,549,207 | 13 | 2,701,463 |
| Other Services (except Public Administration) | 23 | 3,326,109 | 18 | 3,479,654 | 11 | 1,295,947 |
| Public Administration | 1 | 103,931 | 0 | 0 | 0 | 0 |

Note: A business bankruptcy is identified as being a bankruptcy which is chiefly attributable to the liabilities incurred as a result of the carrying on of a commercial venture or business and includes proprietorships, partnerships and Limited Companies.

Source: Industry Canada, Office of the Superintendent of Bankruptcy, Insolvency Statistics in Canada - 2008.

Business Bankruptcies Reported by Economic Regions, Nova Scotia, 2007 and 2008

| | Number | | | 2008 | |
|-----------------------------------|------------|------------|--------------|-------------------|-------------------|
| | 2008 | 2007 | %Change | Assets [\$] | Liabilities [\$] |
| Total Businesses All Sizes | 162 | 206 | -21.4 | 18,597,810 | 77,367,711 |
| Cape Breton | 14 | 26 | -46.2 | 1,671,366 | 38,126,651 |
| North Shore | 29 | 39 | -25.6 | 7,929,491 | 13,163,790 |
| Annapolis Valley | 19 | 19 | 0 | 1,744,058 | 5,455,795 |
| Southern | 22 | 23 | -4.3 | 4,936,763 | 10,389,621 |
| Halifax | 77 | 99 | -22.2 | 2,316,132 | 9,931,854 |

Note: A business bankruptcy is identified as being a bankruptcy which is chiefly attributable to the liabilities incurred as a result of the carrying on of a commercial venture or business and includes proprietorships, partnerships and Limited Companies.

Source: Industry Canada, Office of the Superintendent of Bankruptcy, Insolvency Statistics in Canada - 2008.

Small Business Profiles, Nova Scotia, 2006

| NAICS | Agriculture Forestry, Fishing & Hunting | Mining & Oil & Gas Extraction | Construction | Utilities |
|-------------------------------------|--|-------------------------------------|--------------|-----------|
| Number of Businesses | 3,259 | 54 | 3,889 | 17 |
| Total Revenue [\$ 000] | 319.1 | 756.8 | 461.8 | 580.7 |
| Cost of Sales [\$ 000] | 58.0 | 358.9 | 262.2 | 300.6 |
| Wages and Benefits | 9.9 | 41.3 | 60.2 | 8.8 |
| Purchases, Materials & Subcontracts | 49.0 | 321.3 | 208.1 | 289.3 |
| Opening Inventory | 7.2 | 37.9 | 42.6 | 21.9 |
| Closing Inventory | 8.1 | 41.6 | 48.7 | 19.4 |
| Operating Expenses [\$ 000] | 240.9 | 1,701.8 | 171.3 | 500.3 |
| Labour and Commissions | 73.3 | 221.8 | 66.2 | 208.8 |
| Amortization | 27.4 | 43.6 | 15.8 | 61.4 |
| Repairs & Maintenance | 14.7 | 44.4 | 7.2 | 3.7 |
| Utilities & Telephone | 16.4 | 25.6 | 8.0 | 18.4 |
| Rent | 5.7 | 21.5 | 4.9 | 12.7 |
| Interest & Bank Charges | 10.7 | 11.0 | 7.6 | 5.7 |
| Professional & Business Fees | 3.8 | 44.7 | 6.0 | 45.6 |
| Advertising & Promotion | 1.1 | 18.2 | 2.4 | 4.4 |
| Delivery, Shipping & Warehouse | 2.4 | 144.9 | 0.3 | 3.0 |
| Insurance | 5.2 | 11.2 | 5.4 | 6.5 |
| Other Expenses | 80.0 | 1,114.9 | 47.3 | 130.2 |
| Total Expenses [\$ 000] | 298.8 | 2,060.7 | 433.4 | 800.9 |
| Net profit/loss [\$ 000] | 20.3 | -1,303.9 | 28.4 | -220.1 |
| Profitable Businesses | | | | |
| Percent of Businesses [%] | 70.0 | 51.9 | 75.0 | 59.4 |
| Total Revenue [\$ 000] | 298.1 | 855.5 | 476.1 | 403.6 |
| Total Expenses [\$ 000] | 248.5 | 782.8 | 425.5 | 311.5 |
| Net Profit [\$ 000] | 49.6 | 72.8 | 50.7 | 92.1 |
| Non-Profitable Businesses | | | | |
| Total Revenue [\$ 000] | 368.3 | 650.4 | 418.9 | 840.1 |
| Total Expenses [\$ 000] | 416.4 | 3,436.9 | 457.3 | 1,517.4 |
| Net Loss [\$ 000] | -48.2 | -2,786.5 | -38.3 | -677.4 |

Source: Industry Canada, 2006 Small Business Profiles, December 2009.

Small Business Profiles, Nova Scotia, 2006 (continued)

| NAICS | Manufacturing | Wholesale Trade | Retail Trade | Transportation & Warehousing |
|-------------------------------------|----------------|-----------------|--------------|------------------------------|
| Number of Businesses | 1,093 | 945 | 3,183 | 1,375 |
| Total Revenue [\$ 000] | 676.5 | 996.9 | 677.1 | 379.3 |
| Cost of Sales [\$ 000] | 415.5 | 686.6 | 478.4 | 91.6 |
| Wages and Benefits | 89.4 | 42.4 | 11.8 | 16.5 |
| Purchases, Materials & Subcontracts | 344.6 | 650.2 | 470.3 | 76.6 |
| Opening Inventory | 81.9 | 122.1 | 87.7 | 3.6 |
| Closing Inventory | 100.3 | 128.0 | 91.4 | 5.1 |
| Operating Expenses [\$ 000] | 357.5 | 278.0 | 177.8 | 268.8 |
| Labor and Commissions | 97.3 | 130.9 | 83.4 | 77.8 |
| Amortization | 28.2 | 15.7 | 7.7 | 22.9 |
| Repairs & Maintenance | 9.4 | 5.6 | 4.7 | 20.6 |
| Utilities & Telephone | 14.1 | 10.9 | 8.2 | 30.1 |
| Rent | 11.1 | 13.9 | 16.0 | 9.6 |
| Interest & Bank Charges | 106.3 | 8.4 | 7.5 | 8.1 |
| Professional & Business Fees | 8.6 | 9.7 | 5.6 | 7.1 |
| Advertising & Promotion | 5.3 | 8.4 | 7.5 | 1.2 |
| Delivery, Shipping & Warehouse | 4.5 | 4.6 | 1.3 | 2.5 |
| Insurance | 7.2 | 6.0 | 3.8 | 8.9 |
| Other Expenses | 65.5 | 63.9 | 31.9 | 80.0 |
| Total Expenses [\$ 000] | 772.9 | 964.6 | 656.2 | 360.4 |
| Net profit/loss [\$ 000] | -96.5 | 32.3 | 20.9 | 18.9 |
| Profitable Businesses | | | | |
| Percent of Businesses [%] | 66.1 | 70.2 | 66.6 | 74.1 |
| Total Revenue [\$ 000] | 678.2 | 1,074.0 | 717.7 | 346.9 |
| Total Expenses [\$ 000] | 618.4 | 1,001.8 | 672.5 | 307.2 |
| Net Profit [\$ 000] | 59.7 | 72.1 | 45.3 | 39.7 |
| Non-Profitable Businesses | | | | |
| Total Revenue [\$ 000] | 673.2 | 815.1 | 596.0 | 472.0 |
| Total Expenses [\$ 000] | 1,074.3 | 876.8 | 623.8 | 512.6 |
| Net Loss [\$ 000] | -401.2 | -61.7 | -27.8 | -40.6 |

Source: Industry Canada, 2006 Small Business Profiles, December 2009.



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Small Business Profiles, Nova Scotia, 2006 (continued)

| NAICS | Information & Cultural Industries | Real Estate, Rental & Leasing | Professional Scientific Technical | Management of Companies & Enterprises |
|-------------------------------------|-----------------------------------|-------------------------------|-----------------------------------|---------------------------------------|
| Number of Businesses | 279 | 4,087 | 2,942 | 582 |
| Total Revenue [\$ 000] | 485.5 | 218.6 | 284.4 | 447.8 |
| Cost of Sales [\$ 000] | 195.0 | 25.5 | 44.6 | 51.8 |
| Wages and Benefits | 42.5 | 1.7 | 10.2 | 6.2 |
| Purchases, Materials & Subcontracts | 157.2 | 26.6 | 36.9 | 51.1 |
| Opening Inventory | 12.9 | 7.0 | 5.2 | 14.1 |
| Closing Inventory | 17.6 | 9.8 | 7.7 | 19.7 |
| Operating Expenses [\$ 000] | 313.0 | 159.3 | 193.0 | 190.4 |
| Labour and Commissions | 137.8 | 19.9 | 93.9 | 69.7 |
| Amortization | 32.7 | 19.2 | 8.5 | 13.0 |
| Repairs & Maintenance | 2.6 | 19.6 | 2.2 | 3.3 |
| Utilities & Telephone | 7.3 | 17.8 | 5.3 | 3.5 |
| Rent | 10.4 | 4.1 | 8.9 | 5.1 |
| Interest & Bank Charges | 8.1 | 29.2 | 5.5 | 34.4 |
| Professional & Business Fees | 25.0 | 9.5 | 15.0 | 11.1 |
| Advertising & Promotion | 5.9 | 1.7 | 2.7 | 3.5 |
| Delivery, Shipping & Warehouse | 3.9 | 0.2 | 0.5 | 0.3 |
| Insurance | 2.5 | 4.2 | 2.7 | 4.4 |
| Other Expenses | 76.8 | 34.0 | 47.8 | 42.1 |
| Total Expenses [\$ 000] | 508.0 | 184.8 | 237.6 | 242.1 |
| Net profit/loss [\$ 000] | -22.5 | 33.8 | 46.8 | 205.6 |
| Profitable Businesses | | | | |
| Percent of Businesses [%] | 66.1 | 74.8 | 85.0 | 79.5 |
| Total Revenue [\$ 000] | 481.5 | 225.0 | 274.0 | 448.0 |
| Total Expenses [\$ 000] | 403.7 | 167.1 | 196.2 | 153.7 |
| Net Profit [\$ 000] | 77.8 | 57.9 | 77.8 | 294.3 |
| Non-Profitable Businesses | | | | |
| Total Revenue [\$ 000] | 493.3 | 199.6 | 343.3 | 447.0 |
| Total Expenses [\$ 000] | 711.8 | 237.4 | 471.8 | 586.0 |
| Net Loss [\$ 000] | -218.6 | -37.8 | -128.5 | -139.0 |

Source: Industry Canada, 2006 Small Business Profiles, December 2009.

Small Business Profiles, Nova Scotia, 2006 (continued)

| NAICS | Administrative Support, Waste Management | Educational Services | Health Care & Social Assistance | Arts, Entertainment & Recreation |
|-------------------------------------|--|----------------------|---------------------------------|----------------------------------|
| Number of Businesses | 1,025 | 208 | 2,917 | 390 |
| Total Revenue [\$ 000] | 467.1 | 364.6 | 340.6 | 334.7 |
| Cost of Sales [\$ 000] | 172.2 | 34.3 | 14.7 | 63.8 |
| Wages and Benefits | 58.1 | 11.4 | 6.8 | 9.4 |
| Purchases, Materials & Subcontracts | 112.8 | 23.5 | 8.5 | 55.7 |
| Opening Inventory | 20.1 | 4.5 | 1.6 | 11.2 |
| Closing Inventory | 18.9 | 5.0 | 2.2 | 12.4 |
| Operating Expenses [\$ 000] | 259.6 | 313.2 | 210.1 | 265.9 |
| Labour and Commissions | 120.7 | 137.7 | 111.2 | 97.2 |
| Amortization | 15.4 | 8.9 | 5.4 | 19.5 |
| Repairs & Maintenance | 7.2 | 9.3 | 3.9 | 15.4 |
| Utilities & Telephone | 10.4 | 7.7 | 5.1 | 10.9 |
| Rent | 12.0 | 35.7 | 14.5 | 22.2 |
| Interest & Bank Charges | 7.0 | 5.3 | 4.3 | 10.1 |
| Professional & Business Fees | 13.3 | 14.9 | 13.3 | 11.4 |
| Advertising & Promotion | 4.6 | 8.1 | 1.8 | 9.7 |
| Delivery, Shipping & Warehouse | 0.6 | 0.5 | 0.1 | 0.5 |
| Insurance | 5.6 | 4.9 | 4.1 | 4.8 |
| Other Expenses | 62.9 | 80.2 | 46.2 | 64.2 |
| Total Expenses [\$ 000] | 431.8 | 347.5 | 224.8 | 329.7 |
| Net profit/loss [\$ 000] | 35.3 | 17.0 | 115.8 | 5.0 |
| Profitable Businesses | | | | |
| Percent of Businesses [%] | 74.8 | 70.5 | 93.6 | 59.4 |
| Total Revenue [\$ 000] | 479.7 | 317.6 | 332.6 | 334.1 |
| Total Expenses [\$ 000] | 419.7 | 261.5 | 205.9 | 291.5 |
| Net Profit [\$ 000] | 60.0 | 56.2 | 126.7 | 42.6 |
| Non-Profitable Businesses | | | | |
| Total Revenue [\$ 000] | 429.6 | 476.7 | 456.9 | 335.6 |
| Total Expenses [\$ 000] | 467.5 | 553.3 | 499.0 | 385.7 |
| Net Loss [\$ 000] | -37.9 | -76.6 | -42.1 | -50.1 |

Source: Industry Canada, 2006 Small Business Profiles, December 2009.



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Small Business Profiles, Nova Scotia, 2006 (continued)

| NAICS | Accommodation & Food Services | Other Services (except Public Administration) |
|-------------------------------------|-------------------------------------|--|
| Number of Businesses | 1,523 | 1,952 |
| Total Revenue [\$ 000] | 572.6 | 326.8 |
| Cost of Sales [\$ 000] | 253.6 | 127.6 |
| Wages and Benefits | 47.0 | 29.0 |
| Purchases, Materials & Subcontracts | 207.8 | 99.5 |
| Opening Inventory | 22.2 | 18.1 |
| Closing Inventory | 23.5 | 19.0 |
| Operating Expenses [\$ 000] | 304.7 | 185.3 |
| Labour and Commissions | 123.2 | 67.9 |
| Amortization | 20.2 | 6.9 |
| Repairs & Maintenance | 16.7 | 11.7 |
| Utilities & Telephone | 23.2 | 9.7 |
| Rent | 30.5 | 10.4 |
| Interest & Bank Charges | 12.2 | 4.9 |
| Professional & Business Fees | 8.4 | 5.5 |
| Advertising & Promotion | 13.8 | 10.1 |
| Delivery, Shipping & Warehouse | 0.9 | 1.0 |
| Insurance | 5.8 | 4.2 |
| Other Expenses | 49.7 | 53.0 |
| Total Expenses [\$ 000] | 558.3 | 312.9 |
| Net profit/loss [\$ 000] | 14.3 | 13.9 |
| Profitable Businesses | | |
| Percent of Businesses [%] | 62.9 | 71.1 |
| Total Revenue [\$ 000] | 652.0 | 342.1 |
| Total Expenses [\$ 000] | 606.2 | 305.4 |
| Net Profit [\$ 000] | 45.8 | 36.7 |
| Non-Profitable Businesses | | |
| Total Revenue [\$ 000] | 437.8 | 289.1 |
| Total Expenses [\$ 000] | 477.0 | 331.3 |
| Net Loss [\$ 000] | -39.1 | -42.3 |

Source: Industry Canada, 2006 Small Business Profiles, December 2009.

Financial Ratios, Small Business, Nova Scotia, 2006

| NAICS | Interest Coverage Ratio | Gross Margin [%] |
|--|----------------------------|---------------------|
| Agriculture, Forestry, Fishing and Hunting | 2.9 | 81.8 |
| Mining and Oil and Gas Extraction | -117.7 | 52.6 |
| Utilities | -37.8 | 48.2 |
| Construction | 4.7 | 43.2 |
| Manufacturing | 0.1 | 38.6 |
| Wholesale Trade | 4.8 | 31.1 |
| Retail Trade | 3.8 | 29.3 |
| Transportation and Warehousing | 3.3 | 75.9 |
| Information and Cultural Industries | -1.8 | 59.8 |
| Finance and Insurance | X | X |
| Real Estate and Rental and Leasing | 2.2 | 88.3 |
| Professional, Scientific and Technical Services | 9.6 | 84.3 |
| Management of Companies and Enterprises | 7.0 | 88.4 |
| Administrative and Support, Waste Management and Remediation | 6.1 | 63.1 |
| Educational Services | 4.2 | 90.6 |
| Health Care and Social Assistance | 27.7 | 95.7 |
| Arts, Entertainment and Recreation | 1.5 | 80.9 |
| Accommodation and Food Services | 2.2 | 55.7 |
| Other Services (except Public Administration) | 3.8 | 61.0 |
| Public Administration | X | X |

Note: In order to protect confidentiality some data is suppressed and is shown as "X".

Source: Industry Canada, 2006 Small Business Profiles, December 2009.